

Message Text

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46

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INFO OCT-01 NEA-10 ISO-00 EB-11 SS-07 RSC-01 TRSE-00

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R 042115Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

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E.O. 11652: N:A

TAGS: ETRD, KU

SUBJ: KUWAIT STEEL ROLLING MILL

REF: KUWAIT 3238

1.) MAJOR EXPORT PROJECTS DIVISION CONTACTED U.S. STEEL, JONES AND LAUGHLIN AND KAISER ENGINEERING REGARDING SUBJECT PROJECT.

2.) U.S. STEEL (ROBERT SABA) INDICATED THEY WOULD BE MOST INTERESTED IN PARTICIPATING IN THE ENGINEERING AND CONSTRUCTION OF THE STEEL MILL AS WELL AS PROVIDING MANAGEMENT SERVICES. U.S. STEEL IS NOT INTERESTED IN AN EQUITY POSITION, CRITERIA WHICH THEY UNDERSTOOD THE KUWAITI'S WERE STILL REQUIRING.

3.) KAISER ENGINEERING IS ALSO INTERESTED IN DISCUSSING PROJECT WITH KUWAITI GROUP. ANY CONTACTS BETWEEN KUWAITI'S AND KAISER SHOULD BE WITH KAISER ENGINEERS NOT KAISER STEEL.

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4.) JONES AND LAUGHLIN INDICATED THEY ARE NOT INTERESTED BECAUSE OF KUWAITI'S 20 PERCENT EQUITY REQUIREMENT AND BECAUSE OF THE TWO FIVE YEAR FULL MANAGEMENT RESPONSIBILITY GUARANTEE REQUIREMENT. J.&L. STATED THAT THE TENDER WAS FAR TOO ONE SIDED FOR THEM TO PARTICIPATE. THEY CAUTIONED EMBASSY THAT IF KUWAITI'S ARE GOING TO BE FLEXIBLE ON EQUITY THEY MUST ALSO REVISE THE TENDER DOCUMENTS.

5.) REQUEST EMBASSY NOTIFY STEEL COMMITTEE AND THE THREE U.S. COMPANIES' POSITIONS. EMBASSY SHOULD ALSO DETERMINE WHETHER EQUITY IS A REQUIREMENT FOR PARTICIPATION IN THE PROJECT. MORE INFORMATION IS NEEDED BY THE FIRMS PARTICULARLY IN REGARD TO EQUITY BEFORE A FIRM PROPOSAL CAN BE MADE AND THUS AN EXTENSION OF THE DEADLINE WOULD BE HELPFUL.
RUSH

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Message Attributes

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